



ARROYO MARKET SQUARE

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ECONOMICS**

**UNLV**

LIED INSTITUTE FOR  
REAL ESTATE STUDIES  
LEE BUSINESS SCHOOL

## Las Vegas Anchored Retail Survey 3<sup>rd</sup> Quarter 2015



THE DISTRICT AT GREEN VALLEY RANCH



4505 South Maryland Parkway  
BEH 530B  
Las Vegas, Nevada 89154  
www.liedinstitute.com

November 11, 2015

Re: Anchored Retail Real Estate Survey: 3<sup>rd</sup> Quarter, 2015

Dear Reader,

RCG Economics and the UNLV Lied Institute for Real Estate Studies are excited to produce the *Lied-RCG Commercial Real Estate Survey* ("the Survey") containing the most comprehensive, timely and accurate data and analysis on the Las Vegas Valley's industrial, speculative office and anchored retail markets.

RCG Economics has partnered with the Lied Institute to produce objective and independent quarterly surveys on the health and state of the commercial real estate market. RCG is a leader in real estate market research and analysis, including commercial real estate and economic forecasting. The Lied Institute seeks to advance real estate knowledge through research, student scholarship, certificate programs and community outreach activities.

The Survey is born of our commitment to excellence in serving those organizations requiring superior up-to-date market analysis and data to make key decisions. Developing this Private-Public Partnership to collect, analyze and release unbiased information is further proof of this commitment. Equally important, the data herein are collected as close as possible to the end of each quarter.

This survey documents historical and current market conditions at the Valley and submarket levels. The data contained within are organized and tracked by our in-house research analysts and economists to provide the best analysis of Las Vegas' commercial real estate markets. The survey contains a variety of meaningful market indicators, including:

- Total existing inventory
- New and planned construction activity
- Vacancy and occupancy levels
- Net Absorption
- "Coupon" or quoted monthly rents

Further, our three commercial (industrial, office and retail) databases contain benchmark building data, by submarket, dating back to 1996. This information allows us to develop "custom" studies for our readers and clients. It is through this survey and our other services and products, that we remain the "Source for Decision Makers."

Regards,

John Restrepo  
RCG Economics

Edward Coulson, Ph.D  
Lied Institute for Real Estate Studies-UNLV

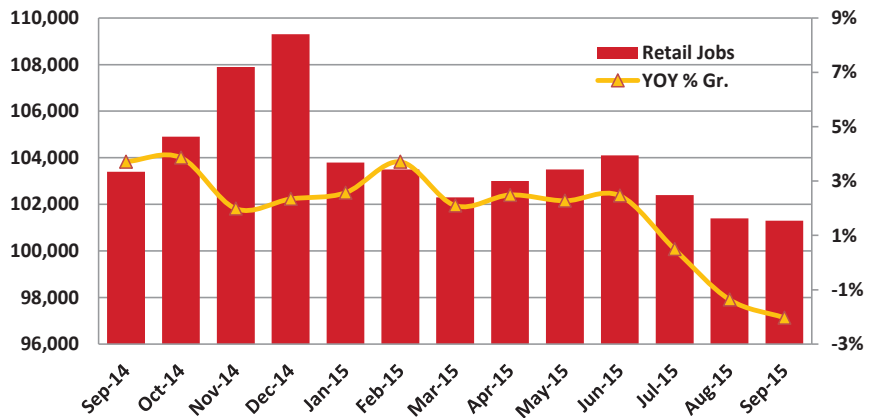
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# LAS VEGAS ANCHORED RETAIL SURVEY

## SUMMARY

The Las Vegas Valley's ("the Valley") Anchored Retail market<sup>1</sup> inventory remained 44.3 million square feet ("sf") in Q3, 2015 - there were no completions recorded during the quarter. Building on Q2, the Valley experienced net retail demand of 238,100 sf during Q3. The overall vacancy rate declined a half-point to 11.4% in Q3, 2015 from Q2, 2015, but it was up 0.4 points from the 11.0% recorded in Q3, 2014. Average monthly asking rents decreased to \$1.03 per square foot ("psf") NNN<sup>2</sup> in Q3, \$0.06 lower than the previous quarter and \$0.19 lower than Q3, 2014. There are 435,000 sf of forward-supply<sup>3</sup> of anchored space in four projects.

**Clark County Total\* Retail Jobs and Annual Growth: Sep-14 to Sep-15**



Source: Nevada Department of Employment, Training and Rehabilitation; calculated by RCG Economics.

## RETAIL JOBS

Total nonfarm employment in the Las Vegas MSA rose by 21,900 jobs from September 2014 through September 2015, a 2.4% increase. During that time the "headline" unemployment rate declined 0.6 points to 6.8%.

There were 101,300 jobs in the Las Vegas retail sector at the end of September 2015, accounting for 12% of total private payroll jobs. This represents 2,100 (-2.0%) fewer jobs than were recorded in September 2014. General Merchandise and Clothing/Accessories jobs rose by 1.0% (+400 jobs) and Health & Personal Care Stores increased 1.5% (+100 jobs) in the last year. However, Food & Beverage Store jobs decreased 4.9% (-800 jobs), while "Other Stores"<sup>4</sup> decreased 4.3% (-1,800 jobs). Employment in the retail sector had been

### Retail Employment

| Industry Sector                  | Jul            |                |             | Aug            |                |              | Sep            |                |              |
|----------------------------------|----------------|----------------|-------------|----------------|----------------|--------------|----------------|----------------|--------------|
|                                  | 2015           | 2014           | % Ch.       | 2015           | 2014           | % Ch.        | 2015           | 2014           | % Ch.        |
| Gen. Merch. & Cloth./Accessories | 38,600         | 37,400         | 3.2%        | 38,500         | 37,900         | 1.6%         | 38,600         | 38,200         | 1.0%         |
| Food & Bev. Stores               | 15,400         | 16,200         | -4.9%       | 15,400         | 16,300         | -5.5%        | 15,500         | 16,300         | -4.9%        |
| Health & Personal Care Stores    | 7,000          | 6,800          | 2.9%        | 6,900          | 6,800          | 1.5%         | 6,900          | 6,800          | 1.5%         |
| Other Stores                     | 41,400         | 41,500         | -0.2%       | 40,600         | 41,800         | -2.9%        | 40,300         | 42,100         | -4.3%        |
| <b>Total</b>                     | <b>102,400</b> | <b>101,900</b> | <b>0.5%</b> | <b>101,400</b> | <b>102,800</b> | <b>-1.4%</b> | <b>101,300</b> | <b>103,400</b> | <b>-2.0%</b> |

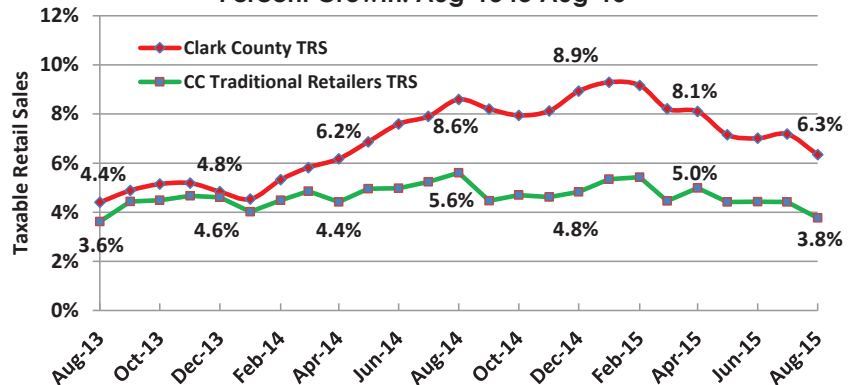
Source: Nevada Department of Employment, Training & Rehabilitation ("DETR").

increasing on a year-over-year ("Y-O-Y") basis since May 2010, but has now shown two months of negative growth.

## TAXABLE RETAIL SALES

Clark County taxable sales continue to steadily climb. On a 12-month moving total basis, these sales reached \$37.9 billion in August, a 6.3% jump compared to August 2014. This brings the region's sales to a new all-time high and well above the December 2007 peak of \$36.3 billion. Moreover, the average Y-O-Y growth during the last 45 months is 7.1%.

**Clark County Total Taxable Retail Sales ("TRS") vs. Traditional Retailers TRS, Percent Growth: Aug-13 to Aug-15**



Source: Nevada Department of Taxation; calculated by RCG Economics.

According to the Nevada Department of

## ANCHORED RETAIL MARKET

### Top 5 Traditional Retailers (Aug-15)

|   | Taxable Retail Sales | YoY Change   | YoY % Change |
|---|----------------------|--------------|--------------|
| Building Material and Garden Equipment and Supplies | \$103,504,702        | \$10,025,774 | 10.7%        |
| Miscellaneous Store Retailers                       | \$53,607,655         | \$6,430,338  | 13.6%        |
| Furniture and Home Furnishings Stores               | \$57,650,183         | \$5,165,495  | 9.8%         |
| Food and Beverage Stores                            | \$97,170,277         | \$3,497,535  | 3.7%         |
| Gasoline Stations                                   | \$29,047,414         | \$3,383,419  | 13.2%        |

Source: Nevada Department of Taxation. Note: The reason the DETR and Taxation retail categories do not match exactly is that DETR only reports three types of traditional retailer categories.

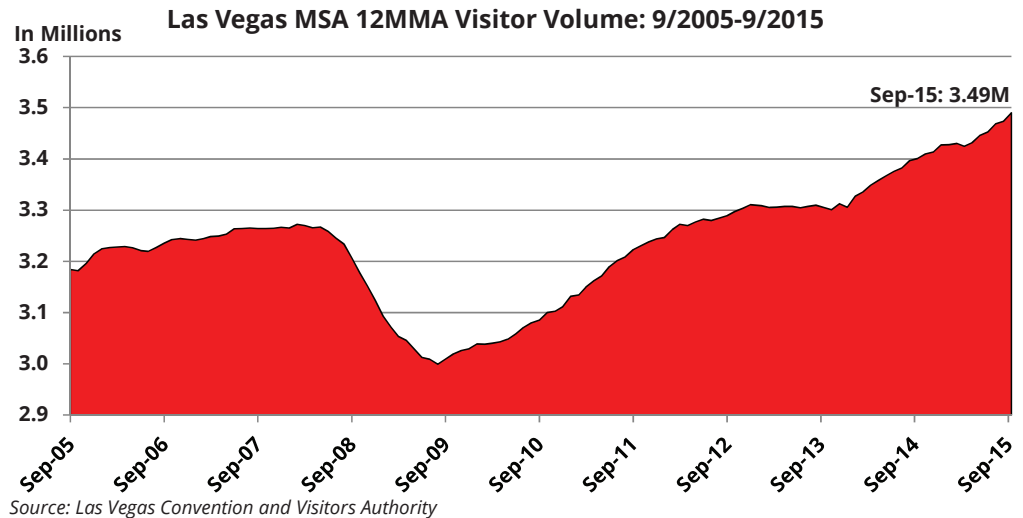
Taxation, the three traditional retail sectors with the largest taxable sales growth, on a dollar basis, comparing August 2014 and August 2015, were "Building Material and Garden Equipment and Supplies" (+\$10.0M, +10.7%), "Miscellaneous Store Retailers" (+\$6.4, +13.6%) and "Furniture and Home Furnishings Stores" (+\$5.2M, +9.8%). Solid growth in taxable sales among traditional retail outlets have continued throughout 2015. The table below shows the top five best performing traditional retail sectors in Clark County Y-O-Y.

Part of the reason for increasing taxable retail sales is increased visitation. Tourism has always been the life-blood of the Valley and that has not substantially changed post-recession. As visitation has climbed, so have retail sales. On a 12-month moving average, visitation to Las Vegas increased 2.6% in September. There were 3.5 million visitors in September. So long as tourism continues to grow, retail sales should grow, as well.

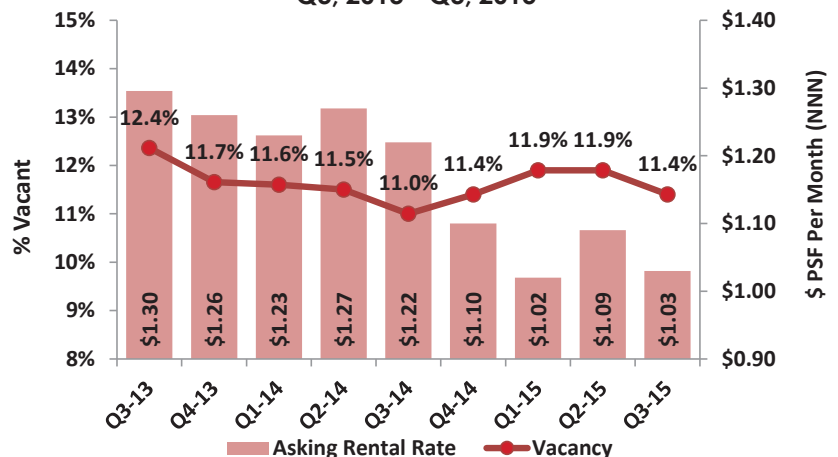
### VACANCY & RENTS

The average Valley-wide Anchored Retail vacancy rate declined to 11.4% in Q3, based on currently vacant space actively being marketed. This is down 0.5 points from Q2, but a 0.4 percentage-point increase from Q3, 2014 (11.0%). The Valley-wide Anchored Retail vacancy rate is 3.9 percentage-points lower than the record high of 15.3% that occurred in Q2, 2011.

The highest submarket vacancies at the end of Q3 were Downtown (18.0%), University East (17.4%), West Central (14.1%) and North Las Vegas (12.6%). Three submarkets had vacancy rates below 10%: Northwest (9.4%), Southwest (6.4%) and Northeast (4.3%). Relative to the previous quarter, vacancy rates rose in just one submarket and decreased in the other seven. The improved submarkets in Q3, 2015 were Downtown (-1.0%), Henderson (-0.5%), North Las Vegas (-0.6%), Northeast (-1.2%), Northwest (-0.5%), University East (-1.4%) and West Central (-1.3%). The Southwest submarket saw an increase of 1%.

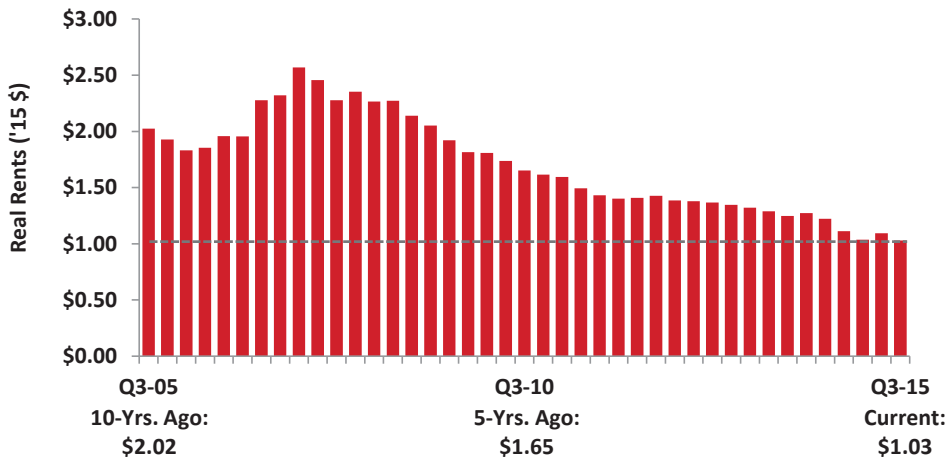


### Las Vegas Valley Retail Market Historical Vacancy vs. Monthly Asking Rent: Q3, 2013 - Q3, 2015



# ANCHORED RETAIL MARKET

**Las Vegas Valley Retail Market**  
Inflation-Adjusted Asking Rent: Q3, 2005 - Q3, 2015 (Baseline)



By product type, vacancy rates improved in Community Centers, only, during the third quarter, decreasing by 1.3 percentage-points. Neighborhood Centers remained unchanged at 13.2% vacant, while Power Centers lost ground, with the vacancy rate rising by 0.1 percentage-points.

The Valley's overall anchored retail rent declined to \$1.03 psf in Q3 (calculated on a NNN basis; not accounting for any operating expenses). That said, the market appears to be doing well in certain submarkets, while it continues to struggle in others.

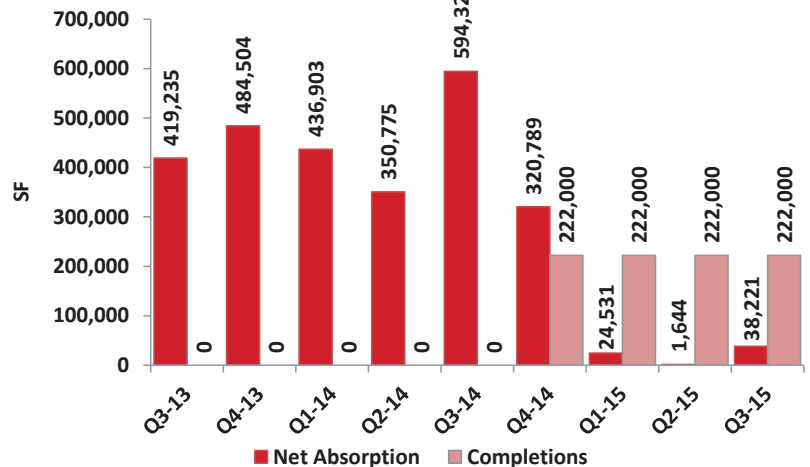
## DEMAND

There was a total of +238,100 sf of total net absorption in Q3, 2015, compared to +201,500 sf during Q3, 2014. On a Y-O-Y basis, Valley net Anchored Retail absorption was just 38,200 sf.

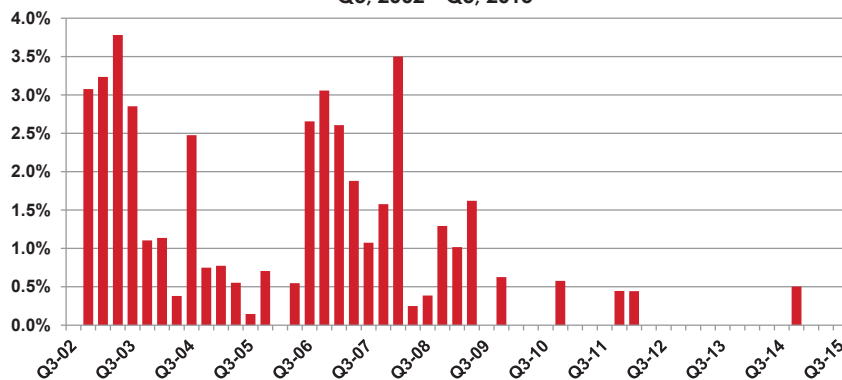
Net absorption was negative only in the Southwest (-59,900 sf) submarket. Every other submarket had net positive absorption in Q3: Downtown (+11,200 sf), Henderson (+42,200 sf), North Las Vegas (+26,500 sf), Northeast (+29,900 sf), Northwest (+48,300 sf) University East (+85,600 sf) and West Central (+54,400 sf).

On an annual basis, only five of eight submarkets were in positive territory in Q3, with a combined 456,500 sf of net absorption. The University East submarket, however, was hit hard, wiping out much of the Valley-wide growth with -308,200 sf of Y-O-Y net absorption.

**Las Vegas Valley Retail Market**  
Historical YOY Net Absorption vs. Completions  
Q3, 2013 - Q3, 2015



**Las Vegas Valley Retail Market**  
Completions as a % of Inventory:  
Q3, 2002 - Q3, 2015



Net absorption was positive in Community Centers (+236,700 sf) and Neighborhood Centers (5,400 sf), but was negative in Power Centers (-4,000 sf).

However, on a Y-O-Y basis, Power Centers led the way, adding 376,900 sf of occupied space on a net basis, with Community Centers (-124,100 sf) and Neighborhood Centers (-214,600 sf) both going negative.

## SUPPLY

No new anchored retail space was completed during Q3, 2015. In the last 13

## ANCHORED RETAIL MARKET

quarters, only Q4, 2014 had any completions. Prior to that, there have been only three quarters in 23 (since Q1, 2010) that saw new Anchored Retail space brought to market. The Valley's total Anchored Retail inventory is currently 44.3 million sf in 267 shopping centers.

There are two projects currently under construction. They are:

### Under Construction

| Project             | SF      | Subtype             | Submarket       | Exp. Comp. |
|---------------------|---------|---------------------|-----------------|------------|
| Durango Arby Plaza  | 80,000  | Neighborhood Center | Southwest       | Q415       |
| Silverado Promenade | 130,000 | Neighborhood Center | University East | Q415       |

Two more projects are currently in the planning phase:

### Planned

| Project     | SF      | Subtype             | Submarket | Exp. Comp. |
|-------------|---------|---------------------|-----------|------------|
| DCs Plaza   | 73,000  | Neighborhood Center | Northwest | 2016       |
| Decatur 215 | 152,000 | Community Center    | Northwest | 2016       |

From what we know today, we do not see much new anchored retail development taking place in 2016. This will help the market to move toward a 10% stabilized vacancy rate. Our latest estimates indicate that this will happen in about six quarters (based on the average quarterly absorption rate of 150,200 sf over the last 10 years).

## INVESTMENT SALES

Based on the number of retail investment sales to-date as reported by Colliers, we expect that there will be a drop-off in 2015 compared to 2014. Based on the number of sales to-date, we project that the market will potentially see an additional 10 sales by year-end, statistically speaking, and not accounting for seasonality, quality or other market issues. The average price per sale so far in 2015 is \$5.2 million versus \$3.1 million in 2014. The average sales price per sf in 2015 declined by 17% over 2014. Finally, the average cap rate rose 18%, while the average sale size in sf terms has doubled. Such a rise in the cap rate indicates that investors' interest in anchored centers maybe declining and/or that the remaining centers on the market are those that continue to struggle. In essence, the higher the cap rate, the lower the price. This indicates a better return on investment, assuming other criteria are not included in the decision. In general, in an improving market, owners typically demand lower cap rates resulting in higher prices regardless of quality and location. The reverse is true in a down-market.

### Retail Investment Sales

|                        | 2014     | YTD 2015 |
|------------------------|----------|----------|
| No. Sales              | 63       | 32       |
| Square Feet Sold       | 551,000  | 575,000  |
| Sales Volume           | 192.3 MM | 166.8 MM |
| Average Price/SF       | \$348.70 | \$289.80 |
| Average Cap Rate*      | 7.2%     | 8.5%     |
| Average Sale Size (SF) | 9,000    | 18,000   |

Source: Colliers Las Vegas.

\*Cap rate on properties available for sale as investments.

## FURTHER THOUGHTS & RECAP

There were 101,300 jobs in the Las Vegas retail sector at the end of September 2015, accounting for 12% of total private payroll jobs. This represents 2,100 (-2.0%) fewer jobs than were recorded in September 2014. General Merchandise and Clothing/Accessories jobs rose by 1.0% (+400 jobs) and Health & Personal Care Stores increased 1.5% (+100 jobs) in the last year. However, Food & Beverage Store jobs decreased 4.9% (-800 jobs), while "Other Stores" decreased 4.3% (-1,800 jobs).

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## ANCHORED RETAIL MARKET

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No new anchored retail space was completed during Q3, 2015. In the last 13 quarters, only Q4, 2014 had any completions. Prior to that, there have been only three quarters in 23 (since Q1, 2010) that saw new Anchored Retail space brought to market. The Valley's total Anchored Retail inventory is currently 44.3 million sf in 267 shopping centers.

Relatively low gasoline prices have essentially given Southern Nevadans a "raise" and an increase in spending power. According to AAA, as of November 6, the average price per gallon for regular unleaded gasoline in the Las Vegas MSA dropped by 9.7% from \$3.08 a year ago to \$2.78. Between October 6 and November 6, the price of unleaded decreased, by \$0.19 per gallon, or 6.5%. We expect gas prices to stay relatively stable and less expensive compared to one year prior for the remainder of the year.

Wages and incomes are just beginning to move forward on an inflation-adjusted basis. Clark County's 12-month moving average ("12-MMA") weekly earnings on an inflation-adjusted basis are starting to improve. They were up 2.7% in September compared to September 2014, reaching \$638 in 2007 dollars after 15 months of Y-O-Y improvement.

Average number of hours worked per week in Clark County, on a 12-MMA basis, was 33.2 hours in September, unchanged in four months, but was 0.3 hours less than the 33.5 recorded in September 2014. As we've noted, stagnant and even dropping average hours worked have accompanied a dropping headline unemployment rate. Implication: companies continue to depend heavily on part-time workers. For this reason, the U-6 unemployment rate (includes discouraged and part-time workers) in Nevada remains the nation's highest at 14.8% (Q3).

Increasing taxable sales are helping the Valley recover, as well. Part of the reason for increasing taxable retail sales is increased visitation. Tourism has always been the lifeblood of the Valley and that has not substantially changed post-recession. As visitation has climbed, so have retail sales. On a 12-month moving average, visitation to Las Vegas increased 2.6% in September. There were 3.5 million visitors in September. So long as tourism continues to grow, retail sales should grow, as well.

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<sup>1</sup> Includes all anchored retail Power Center, Community Center and Neighborhood Center properties with 40,000 or more of gross leasable area in the Las Vegas Valley.

<sup>2</sup> All retail rents in this report are quoted on a monthly triple net (NNN) per square foot basis and does not include additional expenses such as taxes, insurance, maintenance, janitorial and utilities.

<sup>3</sup> Forward-supply is a combination of space presently under construction in a quarter and space planned to begin construction within the next 4 quarters.

<sup>4</sup> "Other stores" is made up of total retail less general merchandise/clothing, food & beverage stores and health & personal care stores.

**RETAIL MARKET GLOSSARY**

Retail properties tracked include shopping centers with at least 10,000 sf of usable space. These centers have several different stores or tenants and are anchored by one or more large, national tenant (i.e., Best Buy, Target, and Smith's). Characteristics of buildings were used to define the appropriate classification of properties into subtypes, such as tenant mix, size and trade area. A property must exhibit one or more of the typical building characteristics to be considered a specific classification.

**Power Center**

Centers with a minimum of three, but usually five or more, anchor tenants that dominant in their categories

- Size typically more than 250,000 sf, but can be as small as 125,000 sf; almost all units designed for large tenants
- Customer-base is typically drawn from within a 15-mile trade area

**Community Center**

Centers with stores that sell consumer goods, in addition to convenience goods and personal services.

- Typical anchor tenants include junior department stores and off-price/discount stores, and store that sell goods requiring comparison such as apparel and appliances; other tenants include drug stores and home improvement centers
- Size typically between 100,000 and 300,000 sf, but can be over 500,000 sf
- Customer-base is primarily within a five-mile trade area

**Neighborhood Center**

Center with stores that sell convenience goods (e.g., food, sundries and takeout food) and provide personal services (e.g., dry cleaning and hair/nail care) that meet the day-to-day living needs to the immediate area.

- Typical anchor tenant is a supermarket
- Size tends to be smaller than 100,000 sf, but can range from 30,000 to 150,000 sf
- Customer-base is within a two- to three-mile trade area



# Anchored Retail Market Matrix

Las Vegas, Nevada  
Third Quarter, 2015

## SUBMARKETS

| TOTAL RETAIL MARKET      | Downtown  | Henderson | North Las Vegas | Northeast | Northwest  | Southwest | University East | West Central | Totals     |
|--------------------------|-----------|-----------|-----------------|-----------|------------|-----------|-----------------|--------------|------------|
| Number of Properties     | 9         | 54        | 27              | 21        | 59         | 23        | 40              | 34           | 267        |
| Total Rentable SF        | 1,105,851 | 8,680,068 | 4,910,743       | 2,542,317 | 10,810,588 | 5,783,835 | 6,050,227       | 4,379,055    | 44,262,684 |
| Total Vacant SF          | 198,566   | 1,043,090 | 620,559         | 109,934   | 1,018,762  | 372,074   | 1,052,810       | 617,973      | 5,033,768  |
| Total Occupied SF        | 907,285   | 7,636,978 | 4,290,184       | 2,432,383 | 9,791,826  | 5,411,761 | 4,997,417       | 3,761,082    | 39,228,916 |
| Total Vacant (%)         | 18.0%     | 12.0%     | 12.6%           | 4.3%      | 9.4%       | 6.4%      | 17.4%           | 14.1%        | 11.4%      |
| Completions QTD          | 0         | 0         | 0               | 0         | 0          | 0         | 0               | 0            | 0          |
| Completions YOY          | 0         | 0         | 0               | 0         | 222,000    | 0         | 0               | 0            | 222,000    |
| Total Net Absorption QTD | 11,211    | 42,153    | 26,495          | 29,879    | 48,317     | -59,888   | 85,581          | 54,378       | 238,126    |
| Total Net Absorption YOY | -84,271   | 96,788    | 44,950          | 32,207    | 233,660    | 48,874    | -308,206        | -25,781      | 38,221     |
| Asking Rents (\$ PSF)    | \$0.67    | \$1.38    | \$1.02          | \$1.15    | \$1.15     | \$1.40    | \$0.55          | \$0.91       | \$1.03     |
| Under Construction SF    | 0         | 0         | 0               | 0         | 0          | 80,000    | 130,000         | 0            | 210,000    |
| Planned SF               | 0         | 0         | 0               | 0         | 225,000    | 0         | 0               | 0            | 225,000    |

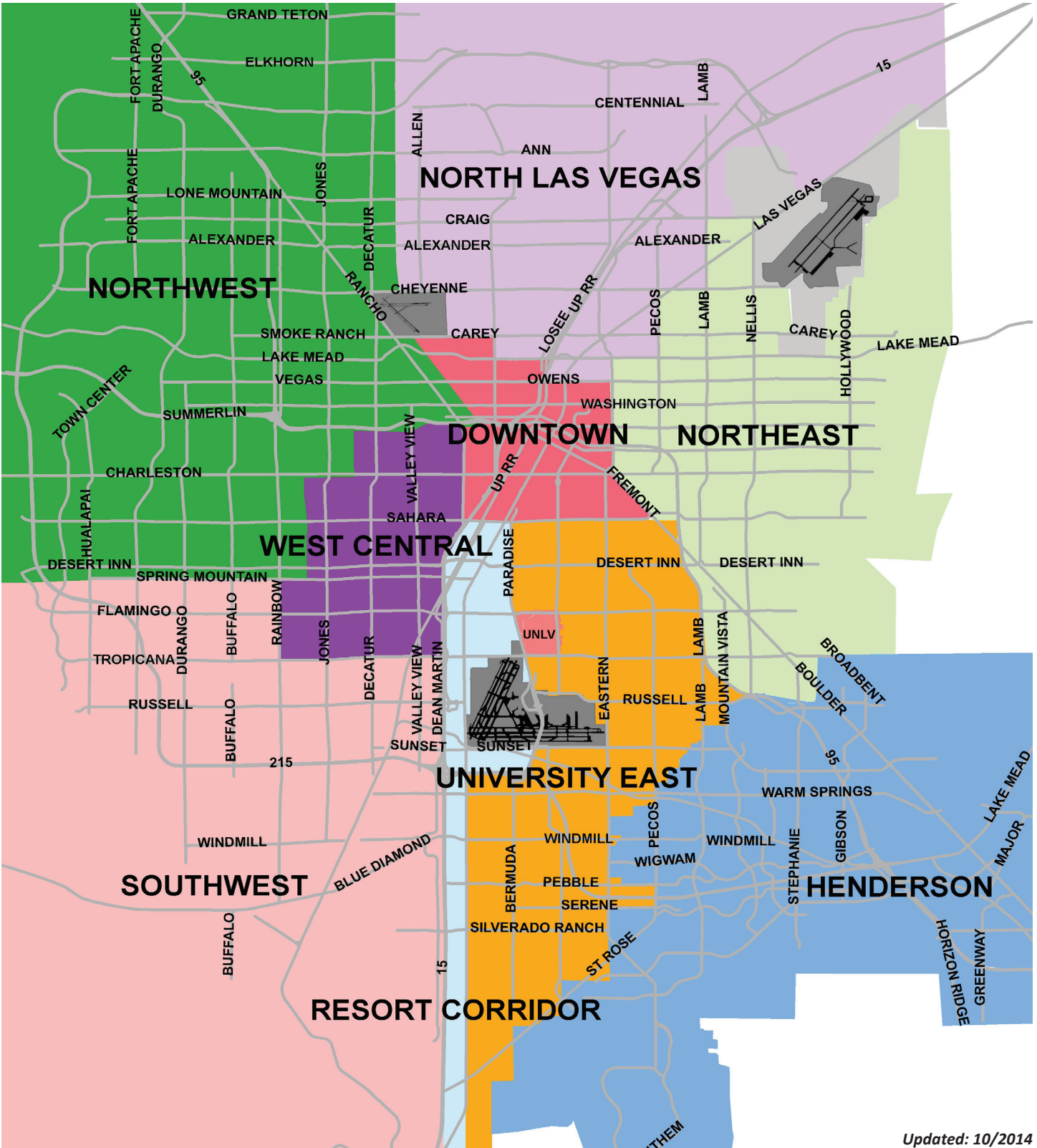
| POWER CENTERS            | Downtown | Henderson | North Las Vegas | Northeast | Northwest | Southwest | University East | West Central | Totals     |
|--------------------------|----------|-----------|-----------------|-----------|-----------|-----------|-----------------|--------------|------------|
| Number of Properties     | 0        | 8         | 2               | 0         | 7         | 1         | 3               | 3            | 24         |
| Total Rentable SF        | 0        | 2,962,288 | 987,713         | 0         | 2,840,846 | 944,314   | 1,210,223       | 1,138,224    | 10,083,608 |
| Total Vacant SF          | 0        | 541,202   | 7,065           | 0         | 99,022    | 7,200     | 118,615         | 162,568      | 935,672    |
| Total Occupied SF        | 0        | 2,421,086 | 980,648         | 0         | 2,741,824 | 937,114   | 1,091,608       | 975,656      | 9,147,936  |
| Total Vacant (%)         | 0.0%     | 18.3%     | 0.7%            | 0.0%      | 3.5%      | 0.8%      | 9.8%            | 14.3%        | 9.3%       |
| Completions QTD          | 0        | 0         | 0               | 0         | 0         | 0         | 0               | 0            | 0          |
| Completions YOY          | 0        | 0         | 0               | 0         | 0         | 0         | 0               | 0            | 0          |
| Total Net Absorption QTD | 0        | 27,130    | -5,325          | 0         | -29,097   | -7,200    | 5,555           | 4,970        | -3,967     |
| Total Net Absorption YOY | 0        | 84,102    | -5,325          | 0         | 31,484    | 0         | 221,922         | 44,702       | 376,885    |
| Asking Rents (\$ PSF)    | \$0.00   | \$1.70    | \$3.00          | \$0.00    | \$1.55    | \$1.50    | \$1.21          | \$1.12       | \$1.51     |
| Under Construction SF    | 0        | 0         | 0               | 0         | 0         | 0         | 0               | 0            | 0          |
| Planned SF               | 0        | 0         | 0               | 0         | 0         | 0         | 0               | 0            | 0          |

| COMMUNITY CENTERS        | Downtown | Henderson | North Las Vegas | Northeast | Northwest | Southwest | University East | West Central | Totals     |
|--------------------------|----------|-----------|-----------------|-----------|-----------|-----------|-----------------|--------------|------------|
| Number of Properties     | 5        | 21        | 10              | 8         | 20        | 9         | 19              | 15           | 107        |
| Total Rentable SF        | 678,690  | 2,920,692 | 1,755,463       | 1,407,552 | 4,314,234 | 3,216,421 | 2,761,028       | 1,649,146    | 18,703,226 |
| Total Vacant SF          | 174,266  | 142,284   | 124,824         | 42,321    | 301,354   | 253,583   | 683,916         | 334,929      | 2,057,477  |
| Total Occupied SF        | 504,424  | 2,778,408 | 1,630,639       | 1,365,231 | 4,012,880 | 2,962,838 | 2,077,112       | 1,314,217    | 16,645,749 |
| Total Vacant (%)         | 25.7%    | 4.9%      | 7.1%            | 3.0%      | 7.0%      | 7.9%      | 24.8%           | 20.3%        | 11.0%      |
| Completions QTD          | 0        | 0         | 0               | 0         | 0         | 0         | 0               | 0            | 0          |
| Completions YOY          | 0        | 0         | 0               | 0         | 222,000   | 0         | 0               | 0            | 222,000    |
| Total Net Absorption QTD | 5,250    | 958       | -1,165          | -3,517    | 167,584   | -41,855   | 74,376          | 35,049       | 236,680    |
| Total Net Absorption YOY | -94,382  | 25,730    | 105,547         | 34,062    | 249,942   | 58,280    | -439,567        | -63,688      | -124,076   |
| Asking Rents (\$ PSF)    | \$0.38   | \$1.26    | \$1.52          | \$1.39    | \$1.67    | \$1.27    | \$0.28          | \$0.80       | \$0.84     |
| Under Construction SF    | 0        | 0         | 0               | 0         | 0         | 0         | 0               | 0            | 0          |
| Planned SF               | 0        | 0         | 0               | 0         | 152,000   | 0         | 0               | 0            | 152,000    |

| NEIGHBORHOOD CENTERS     | Downtown | Henderson | North Las Vegas | Northeast | Northwest | Southwest | University East | West Central | Totals     |
|--------------------------|----------|-----------|-----------------|-----------|-----------|-----------|-----------------|--------------|------------|
| Number of Properties     | 4        | 25        | 15              | 13        | 32        | 13        | 18              | 16           | 136        |
| Total Rentable SF        | 427,161  | 2,797,088 | 2,167,567       | 1,134,765 | 3,655,508 | 1,623,100 | 2,078,976       | 1,591,685    | 15,475,850 |
| Total Vacant SF          | 24,300   | 359,604   | 488,670         | 67,613    | 618,386   | 111,291   | 250,279         | 120,476      | 2,040,619  |
| Total Occupied SF        | 402,861  | 2,437,484 | 1,678,897       | 1,067,152 | 3,037,122 | 1,511,809 | 1,828,697       | 1,471,209    | 13,435,231 |
| Total Vacant (%)         | 5.7%     | 12.9%     | 22.5%           | 6.0%      | 16.9%     | 6.9%      | 12.0%           | 7.6%         | 13.2%      |
| Completions QTD          | 0        | 0         | 0               | 0         | 0         | 0         | 0               | 0            | 0          |
| Completions YOY          | 0        | 0         | 0               | 0         | 0         | 0         | 0               | 0            | 0          |
| Total Net Absorption QTD | 5,961    | 14,065    | 32,985          | 33,396    | -90,170   | -10,833   | 5,650           | 14,359       | 5,413      |
| Total Net Absorption YOY | 10,111   | -13,044   | -55,272         | -1,855    | -47,766   | -9,406    | -90,561         | -6,795       | -214,588   |
| Asking Rents (\$ PSF)    | \$1.05   | \$1.08    | \$0.86          | \$1.02    | \$0.88    | \$1.67    | \$1.33          | \$0.91       | \$1.03     |
| Under Construction SF    | 0        | 0         | 0               | 0         | 0         | 80,000    | 130,000         | 0            | 210,000    |
| Planned SF               | 0        | 0         | 0               | 0         | 73,000    | 0         | 0               | 0            | 73,000     |

# LAS VEGAS VALLEY

## ANCHORED RETAIL SUBMARKET MAP



Updated: 10/2014